

## Message Text

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ORIGIN XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-07 AID-05 CEA-01 CIAE-00

COME-00 EA-10 FRB-01 INR-07 IO-10 NEA-09 NSAE-00

RSC-01 OPIC-06 SP-02 TRSE-00 CIEP-02 LAB-04 SIL-01

OMB-01 /084 R

XMB

DRAFTED BY EXIM:JCRUSE:WW

APPROVED BY EB/IFD/ODF:REBENEDICK

EB/IFD/ODF:BGCROWE

TREAS:PBLYBERG

PPC/IA:HSTERNBERGER (INFO)

EUR/RPE:RHARDING (INFO)

----- 100789

P 202236Z JAN 75

FM SECSTATE WASHDC

TO USMISSION OECD PARIS PRIORITY

UNCLAS STATE 013426

E.O. 11652 N/A

TAGS: EFIN

SUBJECT: EXPORT CREDITS QUESTIONNAIRE

REF: TC/ECG/74.4

1. DESCRIPTIVE PORTION OF QUESTIONNAIRE REQUESTED IN  
REFERENCED OECD REPORT FOLLOWS. STATISTICAL PORTION  
BEING PREPARED FOR SUBMISSION LATER THIS WEEK.

(II/1) DOWNPAYMENTS

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A. ALL TRANSACTIONS MUST MAKE A MINIMUM DOWNPAYMENT OF  
10-20 OF THE U.S. COST, WITH EXCEPTIONS HIGHER.

B. UNTIL 1974, MOST LONG-TERM TRANSACTIONS REQUIRED A

10 DOWNPAYMENT. PRESENTLY, MANY TRANSACTIONS REQUIRE A DOWNPAYMENT GREATER THAN 10. THE 10 FIGURE IS STILL STANDARD FOR SHORT AND MEDIUM TERM TRANSACTIONS.

C. THE DOWNPAYMENT IS NOT DETERMINED BY THE VALUE OF THE TRANSACTION.

D. THE DOWNPAYMENT IS NOT DETERMINED BY THE DESTINATION FOR LONG-TERM CREDITS. IN THE MEDIUM-TERM PROGRAMS, CERTAIN HIGH RISK COUNTRIES ARE SPECIFICALLY DESIGNATED TO RATE 15 DOWNPAYMENT.

(2) LENGTH OF CREDIT

A. IN GENERAL, CREDIT LENGTHS ARE SET ACCORDING TO ESTABLISHED PRECEDENTS RELATING THE TERMS ON WHICH PRODUCTS HAVE TRADITIONALLY MOVED IN INTERNATIONAL TRADE. FOR LARGE, CAPITAL INTENSIVE PROJECTS EXIM TRIES TO RELATE CREDIT

LENGTH TO THE TECHNICAL, ECONOMIC AND FINANCIAL CHARACTERISTICS OF THE PROJECT SO AS TO ENSURE MAXIMUM PROJECT VIABILITY.

B. CREDIT LENGTHS ARE NOT DETERMINED BY AREA OF DESTINATION.

(3) LOCAL COSTS

A. THE MAXIMUM AMOUNT OF LOCAL COSTS ELIGIBLE FOR A GUARANTEE BY EXIM IS PRESENTLY 15 OF TOTAL U.S. EXPORT COSTS OF THE PROJECT. LOCAL COSTS ARE DEFINED AS COSTS OCCURRING IN THE BORROWING COUNTRY DIRECTLY RELATED TO THE PROJECT UNDER CONSTRUCTION.

B. ONLY DEVELOPING COUNTRIES ARE ELIGIBLE FOR LOCAL COST ASSISTANCE.

(4) INTEREST RATES

INTEREST RATES ARE NOT DETERMINED BY THE AREA OF DESTINATION. KISSINGER

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** EXPORTS, CREDIT  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Review Authority:** MorefiRH  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 NOV 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19 NOV 2003 by MaustMC>; APPROVED <25 NOV 2003 by MorefiRH>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**To:** OECD PARIS  
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**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006